

# MANUFACTURING EXTENSION PARTNERSHIP

## Success Stories from the Field

### Camelot Sample Group

#### New York Manufacturing Extension Partnership

#### Camelot Sample Group's New Facility Enables Increased Productivity

**Client Profile:**

Camelot Sample Group, Inc. produces sample fabric cards or books, in various formats, for presentations by any type of company demonstrating their fabric products. Typical Camelot Sample Group customers are local and national textile and apparel manufacturers, home furnishing, and wall paper companies. The fully integrated operation is optimized for custom jobs, and uses state-of-the-art equipment at its new facility in Brooklyn, New York. The company currently employs 80 people.

**Situation:**

Camelot Sample Group (Camelot) was advised by its landlord that the lease would not be renewed when it expired, and that the company would have to relocate. The building in which Camelot leased two floors was to be converted from light manufacturing to residential property. However, Camelot welcomed the opportunity to consolidate its inefficient two-floor operation into one efficient facility, thereby improving workflow and reducing the need for back tracking. Camelot hoped to improve its productivity and space utilization, as well as grow the business. When Camelot found a 35,000 square foot, one-level property formerly known as the Brooklyn Army Terminal, it asked the Industrial and Technology Assistance Corporation (ITAC), a NIST MEP network affiliate and division of the New York Manufacturing Extension Partnership, to help design an efficient plant layout.

**Solution:**

ITAC redesigned the existing workflow of Camelot's production processes to incorporate all the principles of lean manufacturing. Using input from Camelot's executives and management staff, ITAC factored in sales projections for the next five years, as well as the acquisition of additional high-tech printing equipment, to create first a block layout and then a final detailed layout for the new facility. As Camelot built out its new space, it used ITAC's layout plan. Now that operations have resumed, the company finds that improved workflow and space utilization lead to increased productivity and improved customer satisfaction.

**Results:**

Reduced net space by 12 percent.

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Increased production capacity by 25 percent.

Reduced labor and material handling time by eliminating waste.

Reduced shipping time to customers, thereby increasing customer satisfaction.

Increased sales at least 10 percent.

Gained capacity to increase sales at least 10 percent a year for the next five years with minor adjustments to the work centers.

Created an additional 20 jobs to handle increased business.

### **Testimonial:**

"The Industrial and Technology Assistance Center gave Camelot employees the opportunity to work in a first-class environment and helped assure the focus of quality products to their customers."

Sy Babbit, Partner